

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Lee Controls Inc

New Jersey Manufacturing Extension Program

Lee Linear® Grows Lean with NJMEP

Client Profile:

Lee Linear® of Piscataway, New Jersey was founded as Lee Controls in 1967 in Berkeley Heights, New Jersey. The company grew into an established manufacturer of precision hardened shafting. Among its products are shaft support rails and blocks, patented roller bearing pillow blocks, slide tables, carriage locks, linear ball bearings, and ceramic and Teflon® bearings. Lee Linear® is the exclusive U.S. distributor for SBC Linear Co., Ltd. and has a customer base of both domestic and international clients. The company employs 40 people at its facility in Piscataway, New Jersey.

Situation:

Lee Linear® was initially contacted by the New Jersey Manufacturing Extension Program (NJMEP), a NIST MEP network affiliate, via telemarketing efforts in 1999. Following the company's change of ownership in 2005, NJMEP Field Agent Lorna Runkle's met with owner Alan Haveson which led to a business assessment, training needs analysis, and submission of a training grant application with the New Jersey Department of Labor Customized Training Program. Third party resources Joe Pranzo of IKP Logistics and Bill O'Malley of Marketech were brought on board to assist with the project. The initial business assessment revealed a need to develop and implement concerted sales and marketing efforts and improve internal administrative and manufacturing procedures and processes. Lee Linear®'s owners decided that the company would lay out a strategic "road map" to meet its new goals.

Solution:

NJMEP Field Agent Runkle began with a series of management coaching sessions involving the four company owners and spoke with company employees as orientation for their upcoming training. She helped to choose the participants, recruited the most appropriate trainers and scheduled the training to accommodate the company's schedule. Runkle attended numerous training sessions to help ensure client satisfaction, maintain high training standards and gather feedback from the participants. Lee Linear® continued its Lean efforts following the expiration of the one-year training grant, participating in Runkle's Lean User Group to help member companies to benchmark themselves and each other on Lean and other manufacturing concerns. The user group has enabled members to host plant tours and meet to discuss their Lean successes and challenges, helping all involved to continuously learn and remain committed.

Results:

- * Invested \$200,000 in new equipment.
- * Created 7 jobs.
- * Improved employee morale.

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Testimonial:

"The successful implementation of this program by the New Jersey Manufacturing Extension Program, and the improved perspective it provided on processes, provided visual and "hands-on proof" to company personnel that their jobs were ensured, rather than phased out. In addition, it sent a strong message to the company union that Lee was committed to remain in business and properly acknowledge the contributions by employees.

Alan Haveson, Owner